



Earnings Presentation

1Q 2024

20 May, 2024



1Q 2024 Performance Highlights & Strategy

Jerome Cabannes, CEO



Improved Efficiencies Driving Operational Excellence and Solid Margins

1Q 2024 performance highlights

Key 1Q 2024 Developments

R&D and Operations	R&D Spending As % of 1Q24 revenue 3.6%	Production Volume -1% vs. 1Q24 493 mn units	Productivity Rebalanced facility utilization, improved manufacturing efficiency ▲
Market and Commercial	Private market share¹ Leading player in KSA 7.2%	Sales Improved client mix, sales growth across key channels ▲	Cash Conversion Cycle -1% vs. 1Q23 LTM 267 days
Financials	Revenue -11% vs. 1Q23 475 SAR mn	Gross Profit Margin +4.7 ppts vs. 1Q23 53.1%	EBITDA Margin -0.8 ppts vs. 1Q23 16.3%



Source: IQVIA KSA Private Market Reflection Summary Data, March 2024, Company financials, Management calculations

¹ Moving Annual Total (MAT) for the period from April 2023 to March 2024.

SPIMACO – the National Champion in the Saudi Pharma Industry

Strategy execution roadmap and strategic targets by 2027

Key Targets and Focus Areas

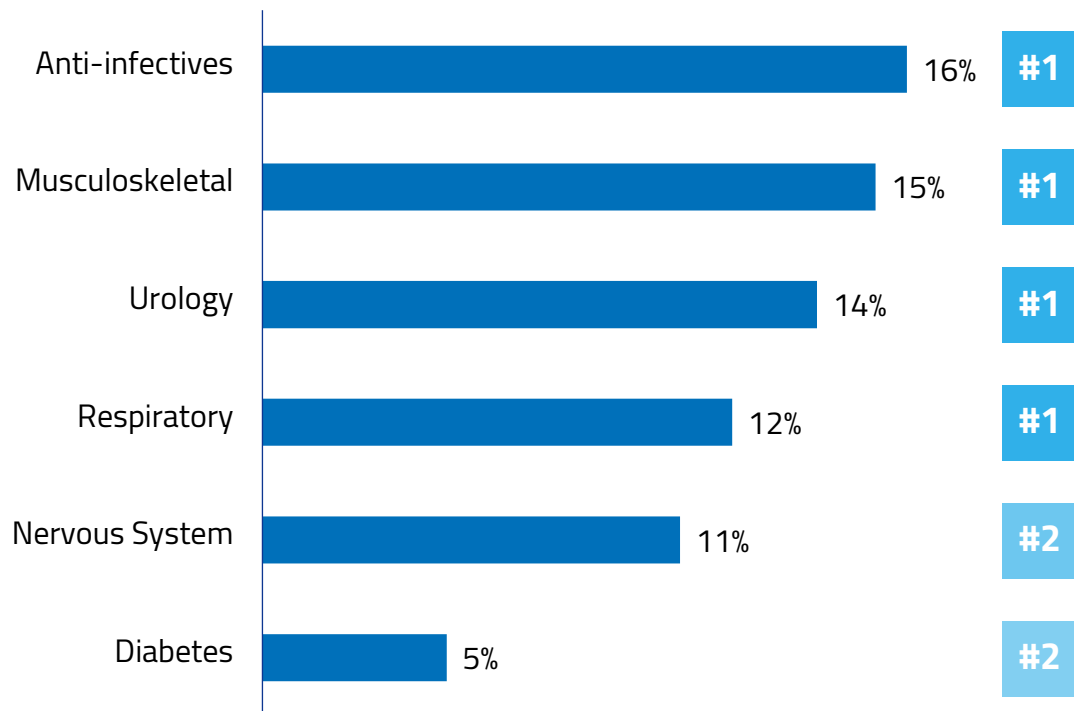


SPIMACO is KSA Private Market Leader

The company holds leading positions in key therapeutic areas, showcasing its dedication to healthcare advancement

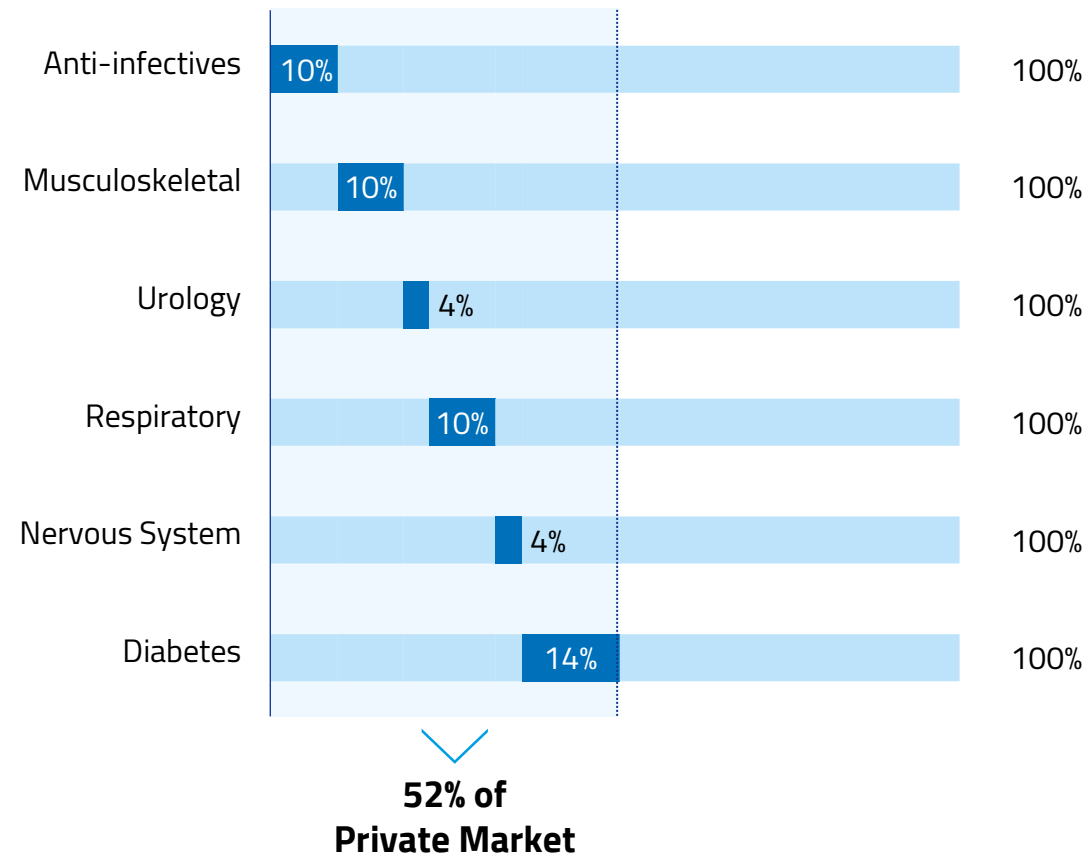
SPIMACO's Private Market Share and Rank¹

(Company's Private Market Share in %, Rank)



Therapeutic Area Share of Private Market¹

(Therapeutic Area Share of Private Market in %)



Source: IQVIA SCIM Molecule Quarterly Data Mar 2024

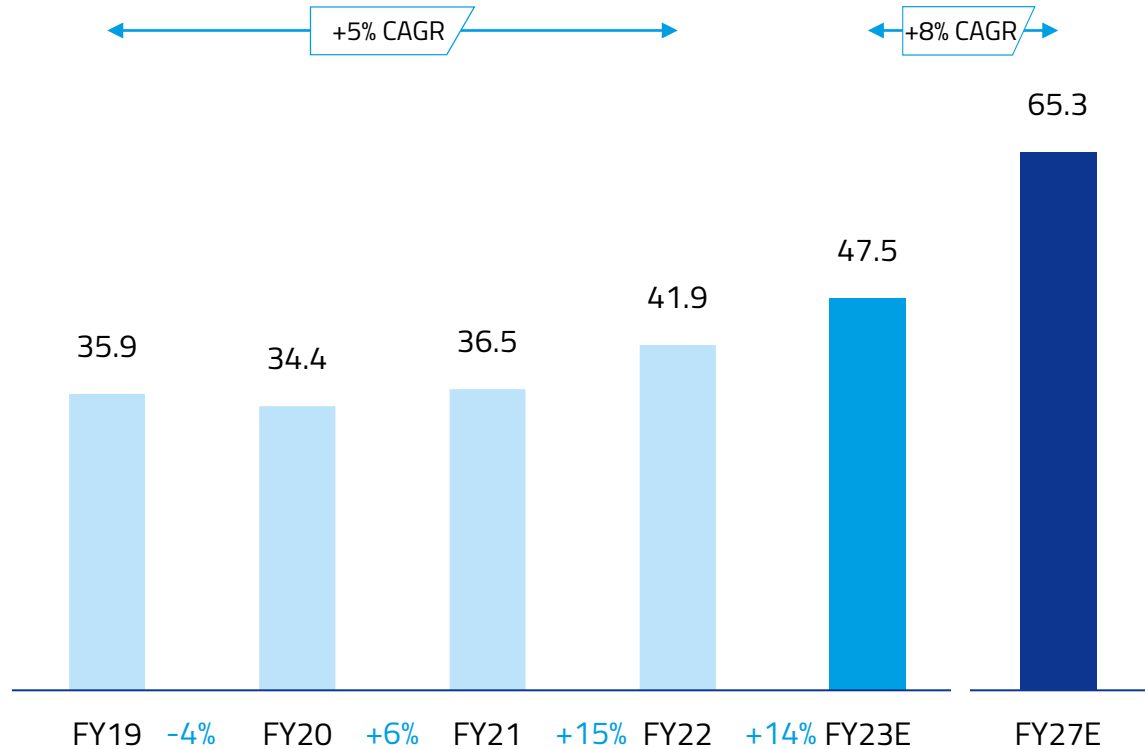
¹ Moving Annual Total, April 2023 – March 2024

Saudi Arabia Market Opportunity

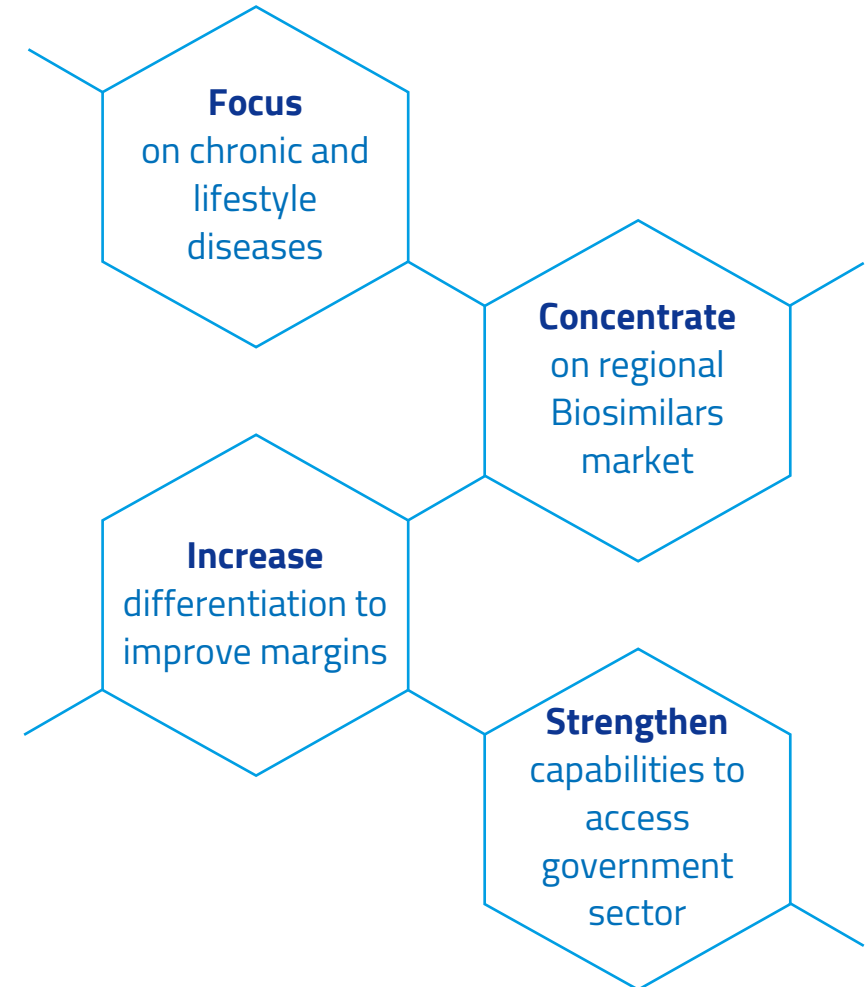
KSA market is supported by local demographics and therapeutic trends, government incentives and positive macro backdrop

Gross Market Size

Value Sales (SAR bn)



How Do We Play the Trends in KSA?



Source: IQVIA, SPIMACO calculations (March 2024)

Local currency in USD converted to SAR at SAR 3.75 exchange rate

Empowering Growth: SPIMACO's Strategic Partnerships Elevate Market Presence

SPIMACO secured strategic partnerships with innovators to enhance its leadership in the pharmaceutical sector

Strategic Partnerships (4Q23 – 1Q24)



1Q 2024 Financial Performance

Atef Zouari, CFO



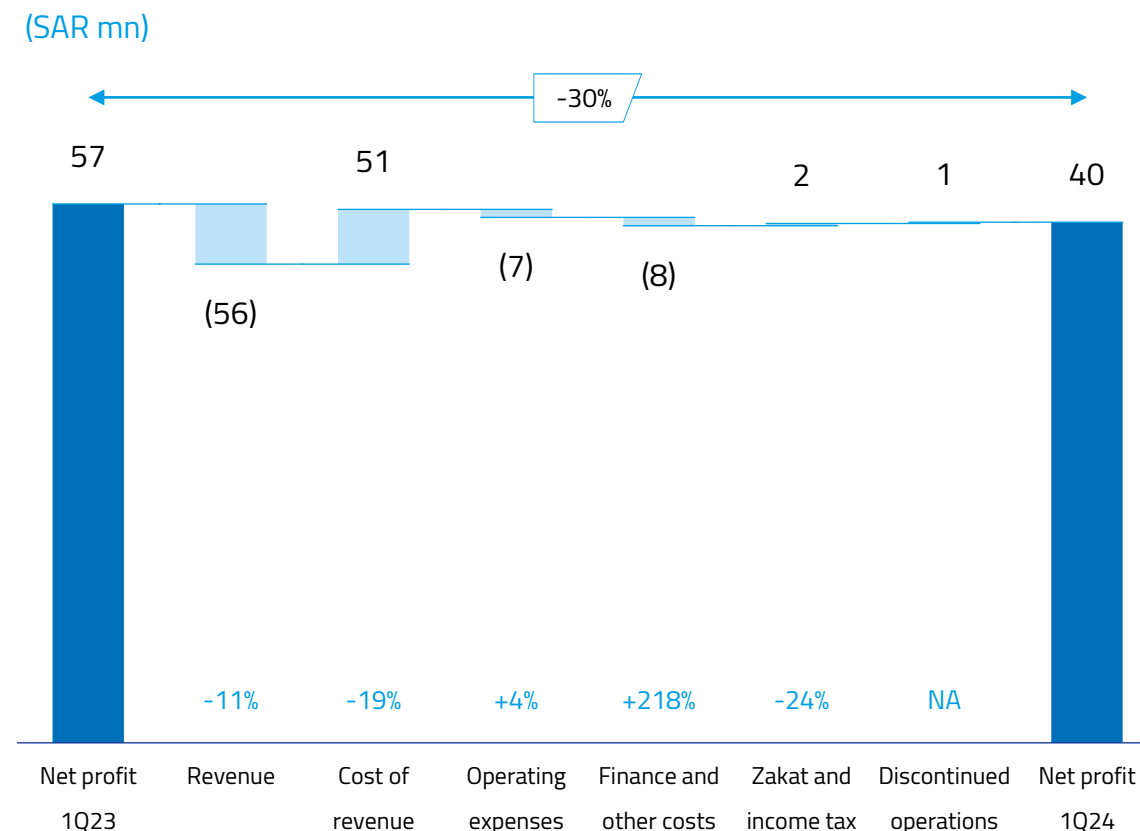
1Q 2024 Results: Pressure on Revenue and Direct Costs and Higher OpEx

P&L trends and highlights in 1Q 2024

P&L Highlights

SAR mn	1Q2024	1Q2023	Δ%
Revenue	475	532	-11%
Cost of revenue	(223)	(274)	-19%
Gross profit	252	257	-2%
Total operating expenses	(195)	(187)	+4%
EBIT	58	70	-18%
EBITDA	77	91	-15%
Net profit / (loss)	40	57	-30%
Gross profit Margin	53.1%	48.4%	+4.7%
EBIT Margin	12.1%	13.2%	-1.0%
EBITDA Margin	16.3%	17.1%	-0.8%
Net Profit Margin	8.4%	10.7%	-2.3%

Net Profit Development (1Q24)

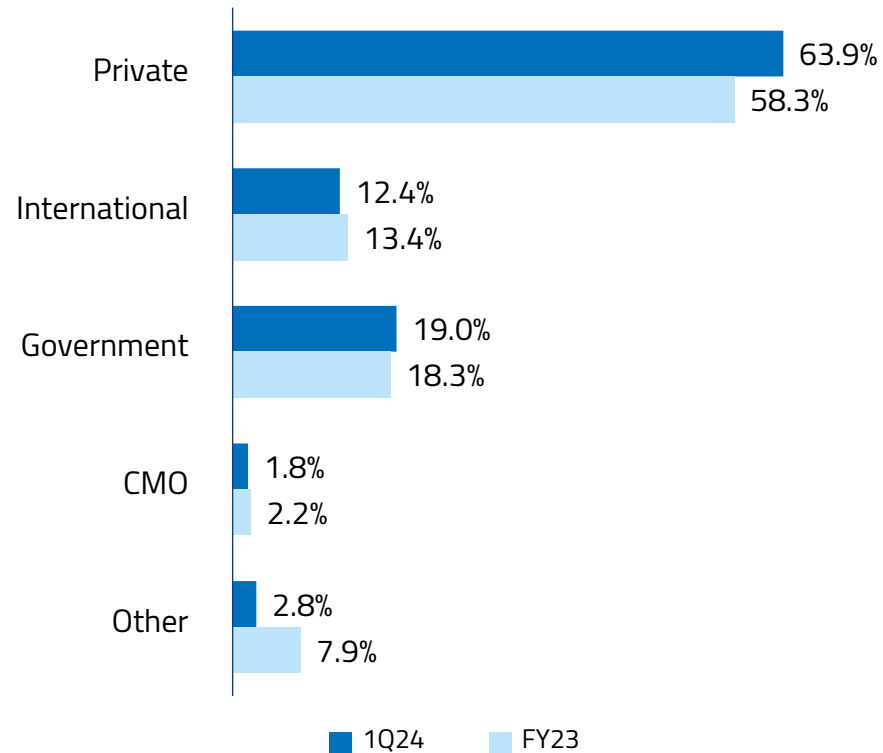


Private and Government Channels – The Key Contributors to Pharma¹ Revenue

Revenue: pharma revenue¹ by channel

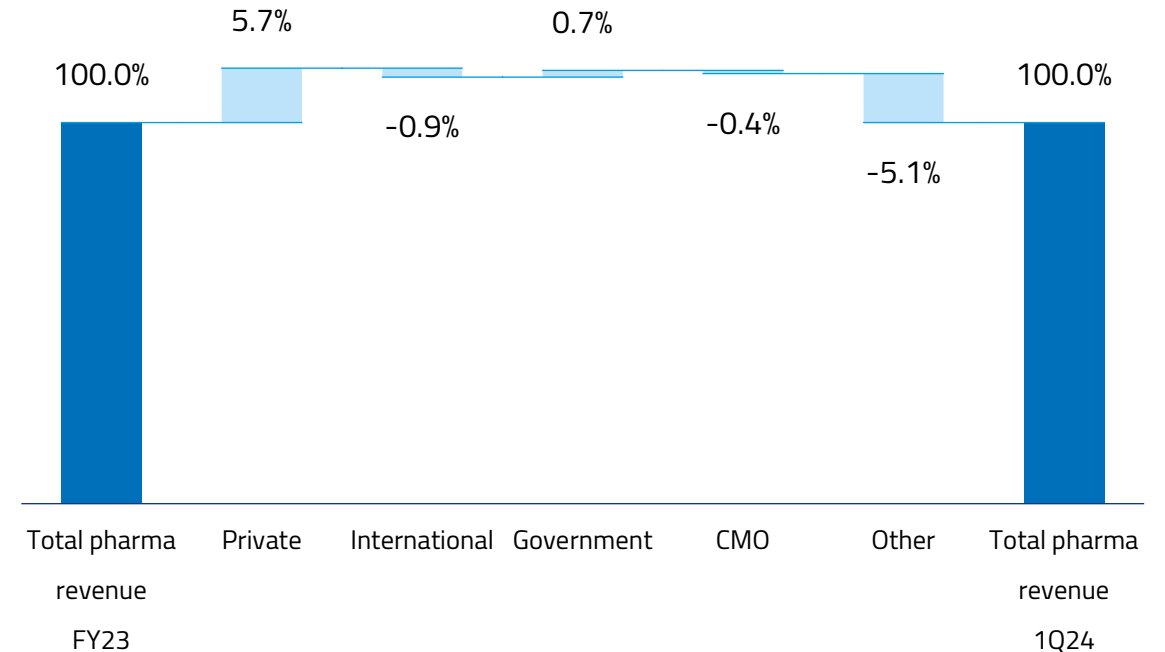
Revenue by Channel²

(%)



Revenue by Channel Development²

(SAR mn)



Source: Company financials, Management calculations

¹ Non-IFRS measure. Pharma revenue excludes other types of revenue such as revenue from hospital business, etc. Pharma revenue represents 87.5% of Total revenue in 1Q24 (83.4% in FY23).

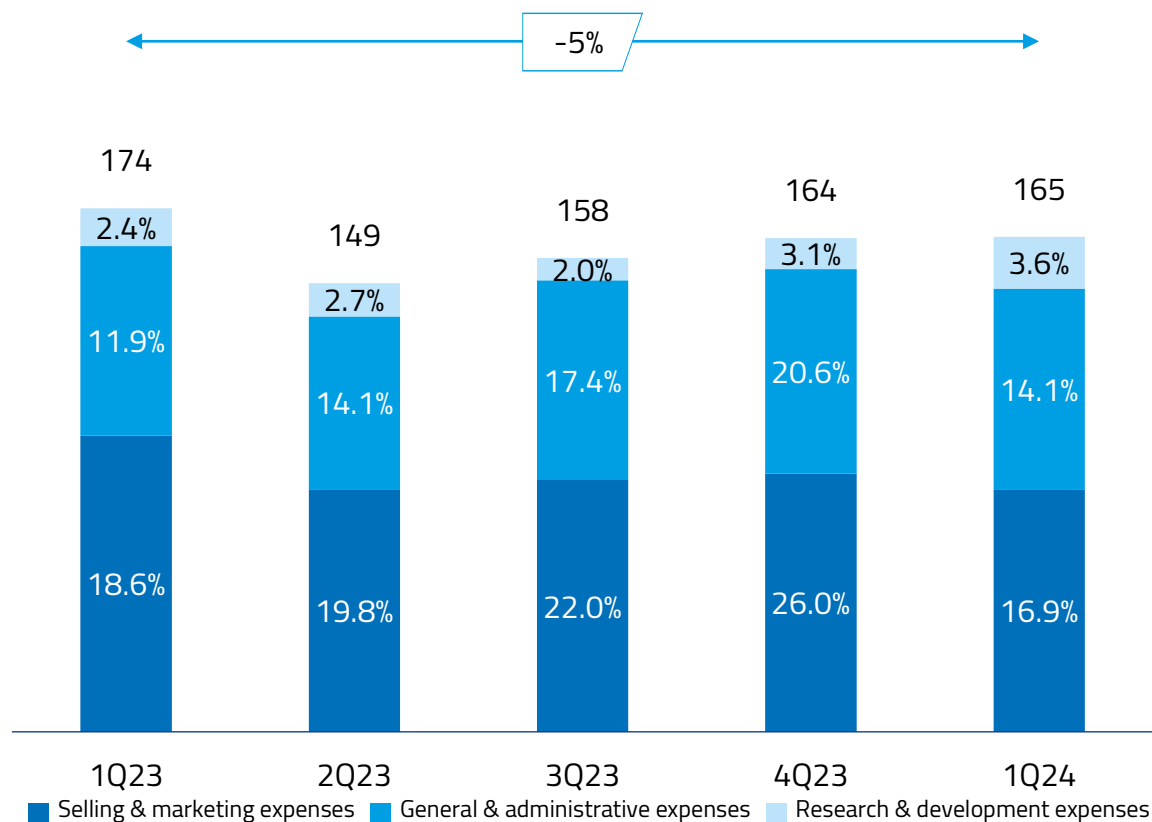
² Based on Pharma revenue.

Decrease in Key Operating Expenses in 1Q24

Key operating costs trends

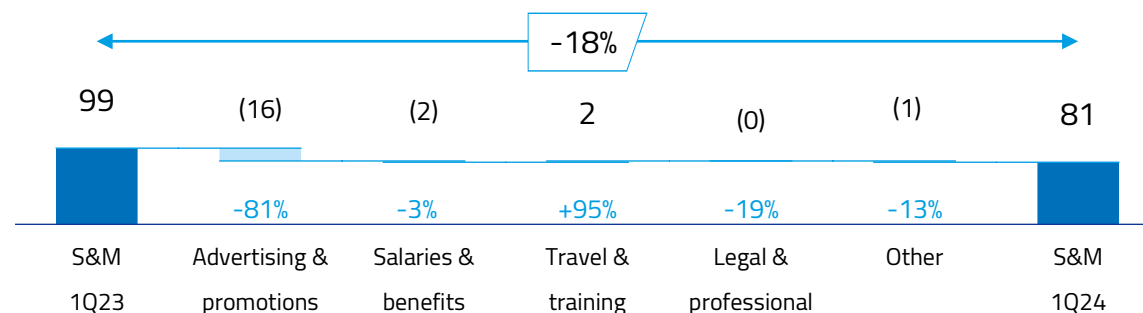
Key Operating Expenses (SG&A and R&D¹)

(SAR mn, % of Revenue)



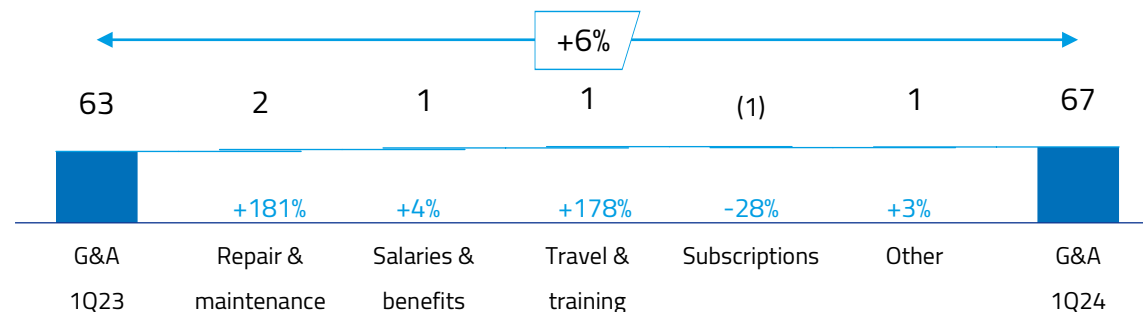
Selling and Marketing Expenses Development

(SAR mn)



General and Administrative Expenses Development

(SAR mn)



Source: Company financials

¹ Excluding capitalized R&D expenses

Balance Sheet Remained Solid in 1Q24, Strong Cash Position

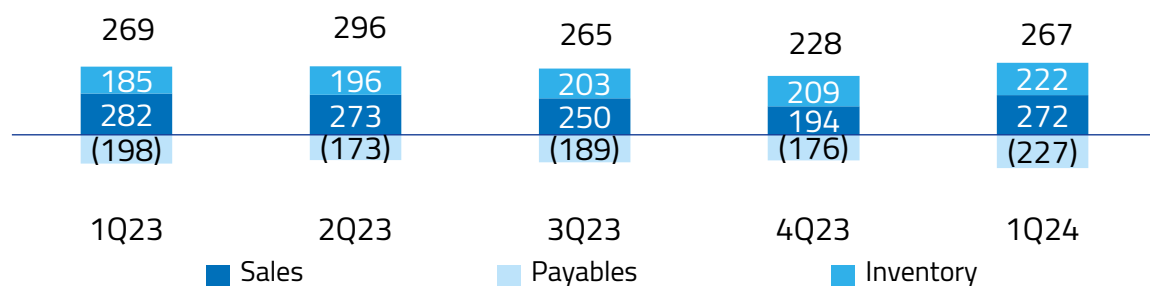
Balance sheet trends

Balance Sheet Highlights

SAR mn	1Q 2024	4Q 2023	Δ%
Total Non-Current Assets	2,044	2,049	-0%
Total Current Assets	2,295	1,953	+17%
Total Assets	4,356	4,024	+8%
Total Equity	1,713	1,668	+3%
Total Non-Current Liabilities	938	951	-1%
Total Current Liabilities	1,702	1,400	+22%
Total Liabilities	2,643	2,356	+12%

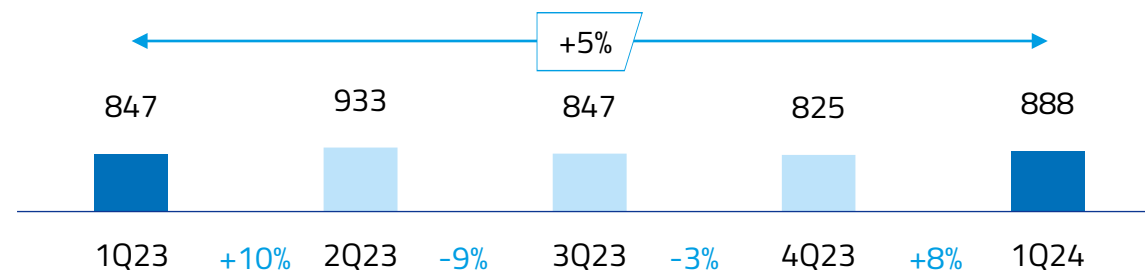
Cash Conversion Cycle Trends¹

(Days outstanding)



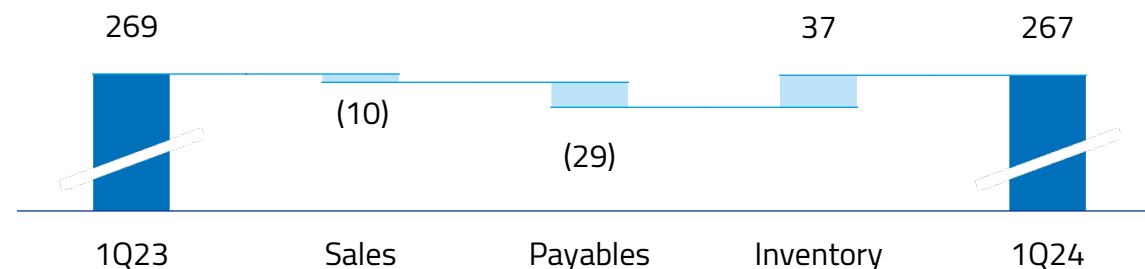
Net Debt¹

(SAR mn)



Cash Conversion Cycle Dynamics²

(Days outstanding)



Source: Company financials

¹ Long-term loans and borrowings + Short-term loans and borrowings - Cash and cash equivalents - Time deposits

² Trailing for the previous 12 months

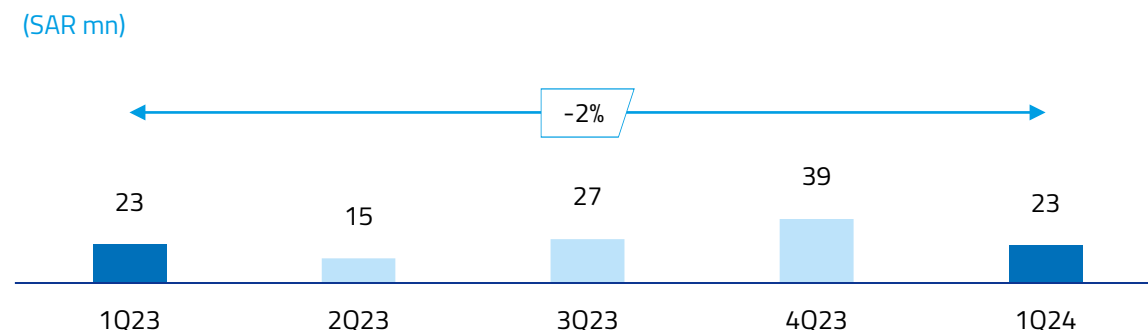
Cash Flow Influenced by Seasonal Trends, Working Capital and Capex

Cash flow trends in 1Q24

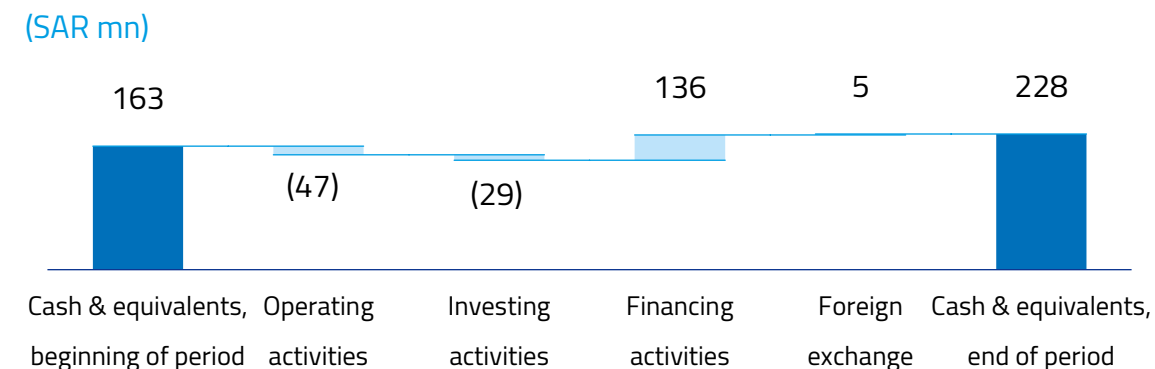
Cash Flow Highlights

SAR mn	1Q2024	1Q2023	Δ%
Profit before zakat, tax, disc. ops	47	66	-29%
Net cash, operating activities	(47)	(152)	-69%
Net cash, investing activities	(29)	(53)	-45%
Net cash, financing activities	136	166	-18%
Net changes in cash	60	(40)	NA

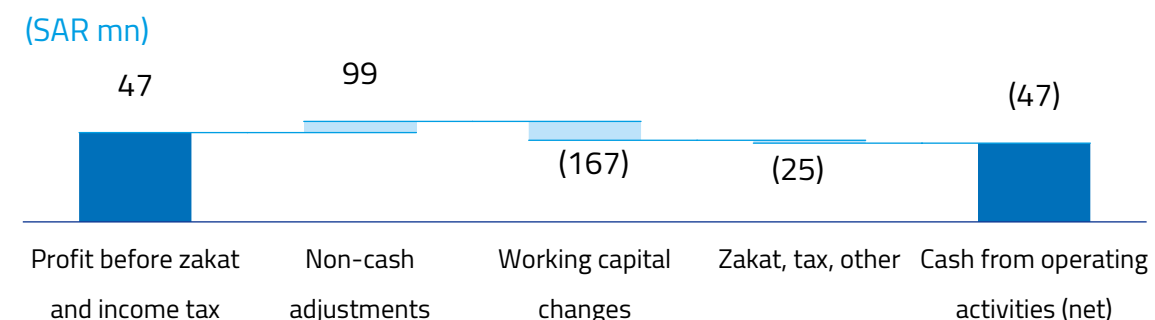
Capital Expenditure¹, Net



Cash Flow Dynamics² (1Q24)



Net Cash From Operating Activities Dynamics (1Q24)



Source: Company financials

¹ Net changes in property, plant, equipment, assets under construction and right of use assets.

² Cash & equivalents includes cash from discontinued operations where applicable.

The Transformation to Continue Paying Off in 2024

2024 guidance

Expected Developments in 2024

Indicator	FY23 Actual	1Q24 Actual	FY24 Expectations (vs FY23)
Revenue	1,653 SAR mn (+16% YoY)	475 SAR mn (-11% YoY)	Increase by 13-15%
Gross Profit Margin	42.8%	53.1%	Increase enabled by further focus on efficiency and profitability
Selling & Marketing Cost Ratio¹	21.1%	16.9%	Decrease driven by top-line growth and cost control
General & Administrative Cost Ratio¹	15.4%	14.1%	Stable driven by further investments in IT
Research & Development Cost Ratio¹	3.2% ²	3.6%	Increase up to 3.4% (pre-capitalization)
EBITDA Margin	10.2%	16.3%	Improvement to 12.5-13.5%



Source: Company estimates

¹ As a percentage of revenue.

² Including capitalized costs in the amount of SAR 10.8 million in FY23.

Q&A Session



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